

## Message Text

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PAGE 01 STATE 079902  
ORIGIN STR-07

INFO OCT-01 EA-10 IO-13 ISO-00 STRE-00 EB-08 AGRE-00  
CEA-01 CIAE-00 COME-00 DODE-00 FRB-03 H-01 INR-10  
INT-05 L-03 LAB-04 NSAE-00 PA-01 CTME-00 AID-05  
SS-15 ITC-01 TRSE-00 SP-02 SOE-02 OMB-01 DOE-15  
NSCE-00 SSO-00 USIE-00 INRE-00 /108 R

DRAFTED BY STR:WEBARREDA:BJB

APPROVED BY STR:RSSTRAUSS

STR:AWWOLFF

STR:WBKELLY

STATE:WBARRACLOUGH

-----017242 290110Z /64

O 290046Z MAR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY TOKYO IMMEDIATE  
INFO USMISSION GENEVA IMMEDIATE

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USMTN

E.O. 11652: N/A

TAGS: ETRD, JA

SUBJECT: LETTER FROM AMBASSADOR ROBERT STRAUSS TO MINISTER  
USHIBA

FOLLOWING IS A LETTER FROM AMBASSADOR ROBERT S. STRAUSS  
TO MINISTER USHIBA. PLEASE PASS FOLLOWING TEXT.

BEGIN TEXT:

DEAR MR. MINISTER:

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THANK YOU FOR YOUR LETTER OF MARCH 20 CONCERNING OUR TARIFF  
NEGOTIATIONS. THE CRITICISMS MADE BY THE U.S. DELEGATION,  
TO WHICH YOU REFERRED, DO REFLECT DISAPPOINTMENT OVER THE  
AMOUNT OF LIBERALIZATION INCLUDED IN JAPAN'S INITIAL  
OFFER. I UNDERSTAND, HOWEVER, THAT THE OFFER WAS PRE-  
PARED PRIOR TO OUR JANUARY 13 AGREEMENT ON THIS ISSUE.

RATHER THAN DWELLING ON THOSE FIRST REACTIONS, WE SHOULD TURN OUR ATTENTION TO HOW WE CAN MAKE PROGRESS IN OUR BILATERAL NEGOTIATIONS. I BELIEVE THE BEST WAY TO MOVE

OUR NEGOTIATIONS FORWARD IS TO BUILD ON THE NEW BASIS FOR MEASURING RECIPROCITY, WHICH WE DEVELOPED IN THE JANUARY 13 JOINT STATEMENT. OUR AGREEMENT ON THE CONCEPTS OF BASIC EQUITY, EQUIVALENT COMPETITIVE OPPORTUNITY, PARITY IN OPENNESS OF MARKETS, AND COMPARABLE AVERAGE LEVELS OF BOUND RATES, WAS A REAL STEP FORWARD AND GOT US OFF THE STERILE BASE-DATE, BASE-RATE DEBATE.

OUR DELEGATIONS NOW SHOULD MOVE FORWARD TO THE NEXT STAGE: EXAMINING EACH OTHERS OFFERS BY PRODUCT CATEGORIES TO SEE WHETHER THEY MEET EACH COUNTRY'S OBJECTIVES. HAVING COMPLETED OUR OWN INTERNAL REVIEW OF JAPAN'S OFFER, WE PREPARED THE LIST OF REQUESTED IMPROVEMENTS GIVEN TO YOUR DELEGATION ON MARCH 22. IT SEEMS TO ME THAT THE MOST FRUITFUL PROCEDURE WOULD BE FOR OUR TWO DELEGATIONS TO DISCUSS THOSE REQUESTS AND TO HEAR THE VIEWS OF YOUR DELEGATION ON THE U.S. OFFER, BY CATEGORIES. IT WOULD

BE MOST BENEFICIAL IF SUCH A DISCUSSION WERE HELD AS SOON AS POSSIBLE PRIOR TO OUR APRIL 10 MEETING SO THAT WE COULD REVIEW THE RESULTS.

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I, TOO, LOOK FORWARD TO MEETING WITH YOU IN GENEVA.

SINCERELY YOURS,

ROBERT S. STRAUSS

END TEXT. COOPER

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AMBASSADORS, DIPLOMATIC COMMUNICATIONS, TRADE AGREEMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 mar 1978  
**Decapton Date:** 01 jan 1960  
**Decapton Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE079902  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** WEBARREDA:BJB  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780135-0565  
**Format:** TEL  
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**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** 9e735ebb-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN STR  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
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**Review Content Flags:**  
**Review Date:** 03 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3168645  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** LETTER FROM AMBASSADOR ROBERT STRAUSS TO MINISTER USHIBA FOLLOWING IS A LETTER FROM AMBASSADOR ROBERT S. STRAUSS  
**TAGS:** ETRD, JA, US, (STRAUSS, ROBERT)  
**To:** TOKYO MTN  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/9e735ebb-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
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